

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #462720

Mr. J. LaFlamme

N.H. TOBACCO

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Jeff:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

PO #051898-CTS

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
<i>Light King</i>	12300-25291	<u>7</u>
<i>Light 100</i>	12300-25292	<u>7</u>
<i>FF 100</i>	12300-25293	<u>7</u>
<i>Lt Men 100</i>	12300-25294	<u>7</u>
<i>Ult Lt 100</i>	12300-25295	<u>7</u>
<i>Box 100</i>	12300-25296	<u>7</u>
<i>Lt Box 100</i>	12300-25297	<u>7</u>

Billing per 6M Case:

24 Savings Cartons

Product Arrival:

May 18, 1998

Ship Date to Retail:

Week of: June 8, 1998

EFT \$ Amount:

\$11,392.62

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

51844 9248

-2-
B8G2F CTS
N.H. TOBACCO

PROMOTION DESCRIPTION:

****** NO PACKING IS REQUIRED ******

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$176.40 (49 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: B. Cook

L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORBBJUN.DOC

51844 9249

DIRECT ACCOUNT RETAIL CUSTOMER LIST**PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE****RETAIL DISTRIBUTION DATE: 6/8/98****** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.****7 BRAND STYLES: DORAL LT/LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100****7 STYLES**

S/REP	W/REP	FURS	ACCOUNT NAME	ADDRESS	CITY	STATE	ZIP	SIG	VAL	SPR	CASE(S) PER STYLE
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	904524	40
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	BI	462720	N H TOBACCO CORP	919159	40
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	BI	462720	N H TOBACCO CORP	909598	45
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	CS	462720	N H TOBACCO CORP	921007	45
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	CS	462720	N H TOBACCO CORP		40
462720 Total											7
											CASE(S) PER STYLE